

## Message Text

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ACTION COME-00

INFO OCT-01 EA-07 ISO-00 EB-05 RSC-01 DRC-01 /015 W

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R 250550Z SEP 73

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 8273

INFO USLO PEKING

LIMITED OFFICIAL USE HONG KONG 9605

E.O. 11652: N/A

TAGS: BEXP ETRD CH US

SUBJECT: USG REPRESENTATION AT CANTON TRADE FAIR:  
COPYING MACHINE

REF: PEKING 789

USMMARY: RANK XEROX 660 TABLE-TOP COPIER CAN BE RENTED FOR USE AT CANTON TRADE FAIR AT A MINIMUM MONTHLY BILLING OF HK \$400(US\$80). OTHER EXPENSES WOULD INCLUDE PAPER, TRANSPORTATION AND INSURANCE, AND WE ESTIMATE THESE AT US \$350; REPAIRS, IF NEEDED, WOULD BE ADDITIONAL. IN ORDER TO ASSURE AVAILABILITY, REQUEST AUTHORITY TO INFORM RANK XEROX THAT ONE COPIER WILL BE WANTED FOR USE AT CANTON FAIR BY EITHER USG OR NCUSCT. END SUMMARY

1. AT ISBEX SHOW CONGEN OFFICERS DISCUSSED POSSIBILITY GI BRIEF RENTAL OF TABLE-TOP COPIER FOR USE AT CANTON TRADE FAIR THIS FALL. OF THE TWO OR THREE MAKES AVAILABLE, WE THINK XEROX HOLDS CLEAR EDGE IN SIZE, TYPE OF PAPER USED AND POSSIBLE AVAILABILITY OF PARTS AND SERVICE SINCE CHINESE HAVE PURCHASED NINE 660 XEROX COPIERS(SEVERAL OF WHICH ARE UNDERSTOOD TO BE USED AT FAIR), AND RANK XEROX HAS TOLD US IT MAY HAVE PEOPLE AT THE FAIR.

2. DISCUSSIONS WITH RANK XEROX INDICATE THAT MODEL 660 TABLE-TOP COPIER IS THE MOST SUITABLE FOR TRANSPORT TO AND LIMITED OFFICIAL USE

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USE AT CANTON TRADE FAIR. UNDER STANDARD RENTAL AND SERVICE

AGREEMENT, IT CAN BE RENTED FOR A MINIMUM MONTHLY BILLING OF HK \$400(US\$80) WHICH WOULD ALLOW ROUGHLY 1,000 COPIES. OTHER EXPENSES WOULD INCLUDE PAPER (US \$3.10 PER REAM, LEGAL SIZE), TRANSPORTATION (7 \$75) AND INSURANCE TO COVER TRANSIT AND PERIOD WITHIN PRC FOR CLAIMS UP TO 1,000 POUNDS STERLING WITH RANK XEROX MEETING BALANCE OF ANY CLAIM OVER THAT AMOUNT (US\$275). REPAIRS, IF NEEDED, WOULD COST EXTRA AND MIGHT RUN ABOUT US\$75 FOR A TECHNICIAN TO GO UP FROM HONG KONG AND SPEND ONE DAY WORKING SOLELY ON OUR MACHINE. (IN THIS CONNECTION, WE NOTE THAT CHINESE HAVE BOUGHT XEROX COPIERS, THAT THEY NOW HAVE FAIRLY WELL TRAINED TECHNICIANS AND THAT RANK XEROX MAY HAVE PERSONNEL AT THE FAIR. ALL THESE WOULD SEEM TO OFFER POTENTIAL SAVINGS IN THE UNLIKELY EVENT REPAIRS BECOME NECESSARY.)

3. RANK XEROX WILL TRAIN FREE OF CHARGE A SUITABLY QUALIFIED PERSON TO HANDLE NORMAL MAINTENANCE AND REPAIR OF THE EQUIPMENT (KEY OPERATOR). WHILE TEN DAYS OF TRAINING IS RECOMMENDED, A CRASH COURSE CAN BE ACCOMPLISHED IN ABOUT TWO DAYS AT RANK XEROX WORKSHOP HERE.

4. WOULD APPRECIATE DEPARTMENT'S ASCERTAINING WHETHER NATIONAL COUNCIL FOR US-CHINA TRADE (RATHER THAN USG) WILL DEFINITELY BE RESPONSIBLE FOR PROVIDING COPYING SERVICE AT THE FAIR. IF SO, WILL IT BRING COPIER FROM US OR DOES IT WISH TO RENT ONE FROM RANK XEROX IN HONG KONG. IF LATTER, REQUEST WE BE AUTHORIZED TO SO INFORM RANK XEROX AND MAKE COMMITMENT SO AS TO ASSURE AVAILABILITY OF A MACHINE. ALSO, WHAT ARRANGEMENTS DOES IT WISH TO MAKE RE KEY OPERATOR TRAINING?

5. IF, FOR ANY REASON, NATIONAL COUNCIL WILL NOT PROVIDE COPYING SERVICE AND USG IS TO DO SO INSTEAD, REQUEST NOTIFICATION AS SOON AS POSSIBLE IN ORDER TO MAKE APPROPRIATE ARRANGEMENTS WITH RANK XEROX, INCLUDING KEY OPERATOR TRAINING FOR BOTH STARBIRD AND PERITO. ALSO WILL NEED FUND CITATION FOR APPROXIMATELY US\$600.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Disposition Remarks:**  
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**Original Handling Restrictions:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:**  
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**Previous Handling Restrictions:** n/a  
**Reference:** PEKING 789  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 23 JUL 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <23-Jul-2001 by reddocgw>; APPROVED <20 FEB 2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** USG REPRESENTATION AT CANTON TRADE FAIR: COPYING MACHINE  
**TAGS:** BEXP, ETRD, CH, US  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005